

# International Trade

**‘Connecting with the World’**

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**Date Here**



British  
Chambers of  
Commerce



South Wales  
Chamber of  
Commerce  
The Ultimate Business Network

# Wales : Opportunities Beyond

Small Country Big Heart  
135<sup>th</sup> by Population Size



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# Understanding the Picture



- International Panel
- Statistics Available
- Documents prepared
- Chamber Intelligence
- Feedback Forums
- Country Briefs
- Freight Operators
- Banks/UKTI
- Export Finance
- Enterprise Europe Network

# Exports from Wales

	Total £m	Automotive	Chemicals	Energy	Engineering	Metals	Other
2008	£10,638	£524	£1,165	£2,317	£1,507	£2,420	£2,705
2009	£9,009	£428	£1,120	£2,167	£1,471	£1,476	£2,347
2010	£11,800	£599	£1,112	£3,020	£3,456	£1,449	£3,613
2011	£13,429	£566	£1,074	£4,056	£3,826	£1,707	£2,154

# Exports Destination from Wales

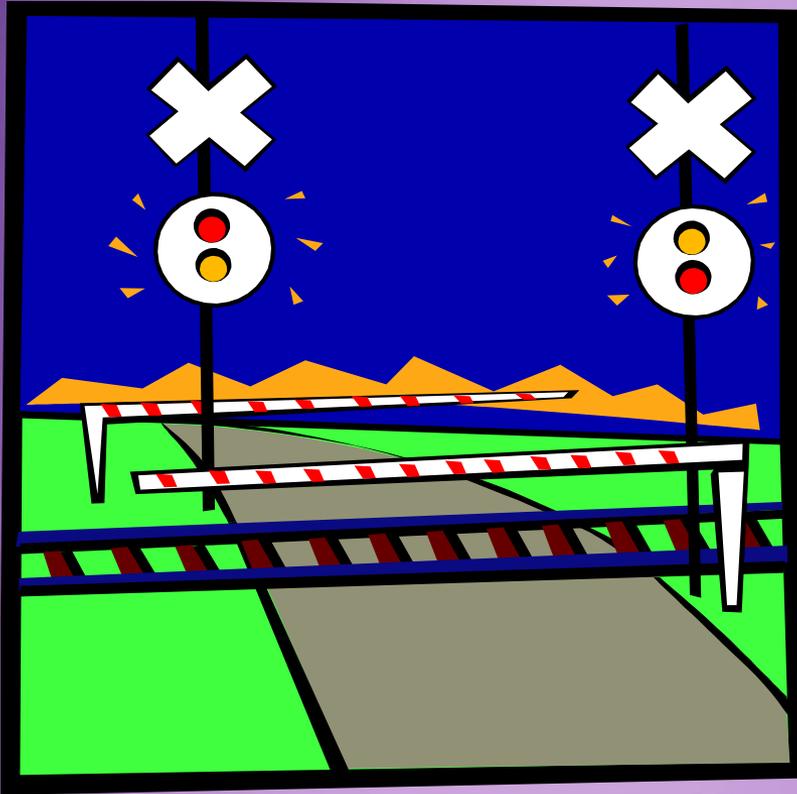
	Total £m	Europe	North America	Asia & Oceania	Middle East	Other
2008	£10,638	£6,085 57%	£2,411 23%	£1,057 10%	£335 3%	£750 7%
2009	£9,009	£4,793 53%	£2,121 24%	£974 11%	£510 6%	£611 7%
2010	£11,800	£4,971 42%	£3,410 29%	£1,508 13%	£1,109 9%	£802 7%
2011	£13,429	£5,664 42%	£3,949 29%	£1,633 12%	£1,184 9%	£999 7%

# Route of Least Resistance

- Europe
- UAE
- North America – USA
- Malaysia
- Indonesia



# Barriers to Overcome



- Confidence
- Competency
- Connectivity

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- Language – 87% English
- Culture – 66% Fearful
- Process – 92% Complicated
- Assistance – 77% no support
- Information, Advice & Guidance

# What Does Chamber of Commerce Do?

- Provides Key Benefits for Businesses
- Range of Events and activities
- Connects Businesses for trade opportunities.
- Information, Advice & Guidance
- International Documentation
- Access to Training Courses
- Links to Chamber of Commerce in each Country of World
- Access to International Trade missions
- Lobby Politian's on issues pivotal to Business Community
- Undertake quarterly Economic Surveys
- Have Fun



# Chamber Priorities 2012

- Membership Growth
- Fully support International Trade
- Lobbying & Support
- Support for Micro Business in Wales
- Collaboration across Wales
- Support & Inform Political agenda.
- Build confidence in Welsh Economy



# Thank You

## Questions & Answers

